## Exhibit 2: Attachment 2.1 Version 1.5

## **Texas Department of Information Resources**

Data Center Services Request for Offer Print, Mail, and Digitization (PMD) Services Pricing and Volumes

DIR-PMD-MSA-438 1 of 26

#### Attachment 2.1

## Print, Mail, and Digitization (PMD) Services

Respondent:	
Date:	

## **Respondent Guidelines**

This Attachment contains specific functional requirements that the Respondent must meet in order to perform the requested Services. The Respondent must respond to the requirements contained in this Attachment according to the instructions provided below. The Respondent's Response must be in the prescribed format.

## **Respondent Instructions**

Respondent shall complete this Pricing Form.

Respondent inputs are required only in blue highlighted cells.

All Charges shall be entered as whole numbers with no rounding.

The Contract Years are aligned with the State Fiscal Year (September 1st - August 31st).

The Commencment Date for these Services will be September 1, 2020.

## **Pricing Instructions - Inflation**

Respondent shall include any anticipated inflation in its submitted pricing, including Option Years and in the amount assumed annually in the Summary Charges.

### **Pricing Instructions - Asset Strategy**

Respondent shall assume the asset strategy reflected in the Attachment 2.2 Financial Responsibility Matrix.

## **Tab Descriptions**

### **Pricing Bridge**

This is a Respondent completed worksheet to document the material items affecting the change in price from a prior submission to the current submission.

#### 1. Summary Charges

DIR-PMD-MSA-438 2 of 26

This is a formula-driven summary of the Charges.

### 2. Run Charges

This is a formula-driven summary of the annual Steady State Run Charges to DIR for providing the Services, excluding those Services charged through the Transition and Transformation Charges. The Run Charges are based on estimated volumes. Actual Run Charges will be based on actual volumes of Resource Unit consumption every month. This summary applies the unit rates from tab 2a to the estimated volumes in tab 2b and annualizes the total. Do not modify the sheets or their calculations.

#### 2a. Unit Rates

Unit Rates - Fill out blue highlighted areas of worksheet with monthly unit rates for each Resource Unit per Contract Year for Years 1 - 3. Note Facilities is linked to Tab 2c.

#### 2b. Volumes

Estimated Volumes - Do not adjust estimated volumes. Provide name of Measurement Tool used to capture billable volumes each month. Consolidated Data Center RU's are for Services provided from the Austin Data Center. Non-Consolidated Locations include DCS Customer locations (e.g., TDCJ).

DIR-PMD-MSA-438 3 of 26

## 3. Run Charges Alt

RESPONDENT PROPOSED ALTERNATE PRICING. Repondent has the option to propose an alternate pricing structure that may better align pricing with cost, capacity management, and customer demand. Complete tabs 3a and 3b with proposed alternate pricing structure. No Data Entry Required

#### 3a. Unit Rates Alt

RESPONDENT PROPOSED ALTERNATE PRICING. Repondent has the option to propose an alternate pricing structure that may better align pricing with cost, capacity management, and customer demand. Fill out blue highlighted areas of worksheet with RU Description, Metric, and monthly unit rates for each Resource Unit per Contract Year. Consolidated Data Center RU's are for Services provided from the Austin Data Center. Non-Consolidated Locations include DCS Customer locations (e.g., TDCJ).

#### 3b. Volumes Alt

RESPONDENT PROPOSED ALTERNATE PRICING. Repondent has the option to propose an alternate pricing structure that may better align pricing with cost, capacity management, and customer demand. Fill out blue highlighted areas with RU Description, Metric, Measurement Tool used to capture billable volumes each month, and estimated billable volumes. Consolidated Data Center RU's are for Services provided from the Austin Data Center. Non-Consolidated Locations include DCS Customer locations (e.g., TDCJ).

#### 4. Transition

Fill out blue highlighted areas of worksheet with beginning and completion dates and Charges for each Transition Milestone. Transition Milestone requirements are documented in Exhibit 1.

#### 5. Transformation

Fill out blue highlighted areas of worksheet with beginning and completion dates and the Unit Rate Charge for the Digital Document Management System Transformation Project. See Exhibit 2, Section 9.3.3.

#### 6. Rate Card

Fill out blue highlighted cells with the rates (inclusive of travel) for each Resource Category.

#### 7. Assets

DIR-PMD-MSA-438 4 of 26

Fill out blue highlighted areas of worksheet to indicate if Respondent will retain hardware and provided estimated fair market value buyout of each asset. NOTE: DIR has provided an initial asset list. Additional data may be added throughout the procurement process.

#### 8. HW Maintenance

NOTE: Hardware Maintenance contracts separated from the Software tab. Data may be added throughout the procurement process.

#### 9. Software

Complete "Respondent Retained? Y/N" column to indicate if Respondent will retain software. NOTE: DIR has provided an initial asset list. Additional data may be added throughout the procurement process.

DIR-PMD-MSA-438 5 of 26

#### 10. Contracts

Complete "Respondent Retained? Y/N" column to indicate if Respondent will retain Third Party Contracts. NOTE: DIR has provided an initial asset list. Additional data may be added throughout the procurement process.

#### **Appendix**

The tabs in this Appendix section must be completed by Respondent.

These tabs are for informational purposes during the procurement process.

#### A1. Assumptions

This form is for informational purposes only. The Respondent is to list all assumptions associated with the Charges and Services within the scope of the RFO. The Respondent is to provide the degree of impact on the price (High, Medium, Low, Not Applicable) and the related SOW section of the assumption.

#### A2. Staffing

This form is for informational purposes only. Fill out blue highlighted areas of worksheet with average FTE counts for each SOW Service per period.

#### A3. SOW Charges

This form is for informational purposes only. Fill out blue highlighted areas of worksheet with Charges for each SOW Service per period.

#### A4. Transition BOM

This form is for informational purposes only. Fill out blue highlighted areas of worksheet for all hardware and software included in Transition Charges. Respondent may add (insert) additional rows as necessary. Transition Bill of Materials are incremental to those indicated as being retained by the Respondent on the Existing Hardware (Tab 5) and Existing Software (Tab 7). Hardware purchases must include five years of maintenance in Charges. Annual recurring Software License Charges, after the initial year of purchase, must be included in Tab A5 "Run BOM" if retained past Transition and reflected in Tab 2 "Run Charges". Transition Hardware and Software purchases are owned by Respondent and must be transferrable to DIR.

#### A5. Run BOM

DIR-PMD-MSA-438 6 of 26

This form is for informational purposes only. Fill out blue highlighted areas of worksheet for all hardware and software included in Steady State Run Charges. Respondent may add (insert) additional rows as necessary. Bill of Materials are incremental to those indicated as being retained by the Respondent on the Existing Hardware (Tab 5) and Existing Software (Tab 7) and the BOM identified in Transition Services (tab 3). Hardware purchases must include five years of maintenance in Charges. Annual recurring Software License Charges, after the initial year of purchase, must be included annually in in Tab 2 "Run Charges". Steady State Hardware and Software purchases are owned by Respondent and must be transferrable to DIR.

DIR-PMD-MSA-438 7 of 26

#### **Pricing Bridge**

Pricing Bridge - Fill out blue highlighted areas of worksheet with Original Proposal Charges and Revised Response adjustments to walk forward the Original Proposal to the Revised Response with descriptions explaining the changes. The Pricing Bridge must be provided separately for Run, Transition, and Transformation Services. A new Pricing Bridge must be completed with prior Pricing Bridge entries exactly as previously submitted.

			Base Term					Option Years		
	Year 1	Year 2	Year 3	Year 4		Year 5	Year 6	Year 7	Year 8	
	FY21	FY22	FY23	FY24	4 Year Total	(FY23)	(FY24)	(FY25)	(FY26)	8 Year Total
Run Charges										
Original Proposal - Run Services	\$	- \$ -	\$ -	- \$	\$ -	\$ -	\$ -	- \$ -	\$ -	\$ -
		•	•	•	•	•		•	•	•
Transition Charges										
Transition Original Proposal	\$	- \$ -	\$ -	-	\$ -	\$ -	\$	- \$ -	\$ -	\$

DIR-PMD-MSA-438 8 of 26

# Charges Summary (\$) No Data Entry Required

			Base Term				Option	ı Years		
Services	Year 1 FY21	Year 2 FY22	Year 3 FY23	Year 4 FY24	Total Base Term	Year 5 FY25	Year 6 FY26	Year 7 FY27	Year 8 FY28	Total Charges
Transition Services	\$ 318,000				\$ 318,000					\$ 318,000
Run Services	\$ 14,870,086	\$ 14,870,086	\$ 14,870,086	\$ 14,870,086	\$ 59,480,342	\$ 14,870,086	\$ 14,870,086	\$ 14,870,086	\$ 14,870,086	\$ 118,960,684
Transformation Charges										
Total Charges	\$ 15,188,086	\$ 14,870,086	\$ 14,870,086	\$ 14,870,086	\$ 59,798,342	\$ 14,870,086	\$ 14,870,086	\$ 14,870,086	\$ 14,870,086	\$ 119,278,684

DIR-PMD-MSA-438 9 of 26

#### Steady State Run Services - Annual Charges (\$)

No Data Entry Required

			Base '	Term				Option !	Years		
purce Unit Description	Metric	Year 1 FY21	Year 2 FY22	Year 3 FY23	Year 4 FY24	Total Base Term	Year 5 FY25	Year 6 FY26	Year 7 FY27	Year 8 FY28	Total
ource Units											
Print Images - Same/Next Day	Images	\$ 2,782,660	\$ 2,782,660					2,782,660		\$ 2,782,660	\$ 22,261,
Print Images - Other	Images	\$ 4,998,224	\$ 4,998,224	\$ 4,998,224	\$ 4,998,224	\$ 19,992,897	\$ 4,998,224 \$	4,998,224	\$ 4,998,224	\$ 4,998,224	\$ 39,985
Print Images - TDCJ	Images	\$ 269,346	\$ 269,346	\$ 269,346	\$ 269,346	\$ 1,077,386	\$ 269,346 \$	269,346	\$ 269,346	\$ 269,346	\$ 2,154
Mailing Insertions - Same/Next Day	Inserts	\$ 1,447,844	\$ 1,447,844	\$ 1,447,844		\$ 5,791,378	\$ 1,447,844 \$	1,447,844	\$ 1,447,844	\$ 1,447,844	\$ 11,582
Mailing Insertions - Other	Inserts	\$ 1,372,182	\$ 1,372,182	\$ 1,372,182	\$ 1,372,182	\$ 5,488,727	\$ 1,372,182 \$	1,372,182		\$ 1,372,182	\$ 10,977
Courier	Jobs delivered	\$ 234,687	\$ 234,687	\$ 234,687				234,687		\$ 234,687	
Fast Forward Service	Piece	\$ 24,963	\$ 24,963	\$ 24,963	\$ 24,963	\$ 99,851	\$ 24,963 \$	24,963	\$ 24,963	\$ 24,963	\$ 199
Standard Envelopes	Envelope	\$ 33,257	\$ 33,257	\$ 33,257			\$ 33,257 \$	33,257	\$ 33,257	\$ 33,257	\$ 266
Customized Envelope - Letter Size	Envelope	\$ 1,122,535	\$ 1,122,535	\$ 1,122,535	\$ 1,122,535	\$ 4,490,140	\$ 1,122,535 \$	1,122,535	\$ 1,122,535	\$ 1,122,535	\$ 8,980
Customized Envelope - Half Fold Size	Envelope	\$ 747,456	\$ 747,456	\$ 747,456	\$ 747,456	\$ 2,989,824	\$ 747,456 \$	747,456	\$ 747,456	\$ 747,456	\$ 5,97
Customized Envelope - 9X12 Size	Envelope	\$ 28,907	\$ 28,907	\$ 28,907	\$ 28,907	\$ 115,626	\$ 28,907 \$	28,907	\$ 28,907	\$ 28,907	\$ 23
Customized Envelope - BRE Size	Envelope	\$ 424,535	\$ 424,535	\$ 424,535	\$ 424,535	\$ 1,698,142	\$ 424,535 \$	424,535	\$ 424,535	\$ 424,535	\$ 3,39
Customized Envelopes - Single Window - 4 1/2" by 7 3/4" Size	Envelope	\$ 67,200	\$ 67,200	\$ 67,200	\$ 67,200	\$ 268,800	\$ 67,200 \$	67,200	\$ 67,200	\$ 67,200	\$ 53
Customized Envelopes - Single Window - 4 1/8" by 9 1/2" Size	Envelope	\$ -	\$ -	\$ -	\$ -	\$ -	\$ - \$	-	s -	S -	\$
Customized Envelopes – Single Window – 3 7/8" by 8 7/8" Size	Envelope	\$ -	\$ -	\$ -	\$ -	\$ -	s - s	-	s -	S -	\$
Specialty Paper - 11 x 17	Sheet	\$ 568	\$ 568	\$ 568	\$ 568	\$ 2,272	\$ 568 \$	568	\$ 568	\$ 568	\$
Standard Perforated Paper	Sheet	\$ 14,846	\$ 14,846	\$ 14,846	\$ 14,846	\$ 59,383	\$ 14,846 \$	14,846	\$ 14,846	\$ 14,846	\$ 11
Manual Inserts	Envelope	\$ 234,037	\$ 234,037	\$ 234,037	\$ 234,037	\$ 936,148	\$ 234,037 \$	234,037	\$ 234,037	\$ 234,037	\$ 1,87
Automated 9X12 Insertion	Insert	\$ 42,716	\$ 42,716	\$ 42,716	\$ 42,716	\$ 170,865	\$ 42,716 \$	42,716	\$ 42,716	\$ 42,716	\$ 34
Mailing Insertions - Basic	Insert	\$ 734,980	\$ 734,980	\$ 734,980	\$ 734,980	\$ 2,939,919	\$ 734,980 \$	734,980	\$ 734,980	\$ 734,980	\$ 5,87
Color Print Transactional Image	image	\$ -	\$ -	\$ -	\$ -	\$ -	s - s	-	s -	S -	\$
Color Print Marketing Image	image	\$ 2,514	\$ 2,514	\$ 2,514	\$ 2,514	\$ 10,056	\$ 2,514 \$	2,514	\$ 2,514	\$ 2,514	\$ 2
Manual Cutting / Trimming	Cut	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 6,000	\$ 1,500 \$	1,500	\$ 1,500	\$ 1,500	\$ 1
Booklet Finishing - Saddle Stitching	Book	\$ 1,680	\$ 1,680	\$ 1,680	\$ 1,680	\$ 6,720	\$ 1,680 \$	1,680	\$ 1,680	\$ 1,680	\$ 1
Booklet Finishing - Perfect Bind	Book	\$ -	\$ -	\$ -	\$ -	\$ -	s - s	-	s -	S -	\$
Provision of Postal Processing Data	Envelope	\$ 19,800	\$ 19,800	\$ 19,800	\$ 19,800	\$ 79,200	\$ 19,800 \$	19,800	\$ 19,800	\$ 19,800	\$ 15
Presort Flats (9x12)	Envelope	\$ 108,240	\$ 108,240	\$ 108,240	\$ 108,240	\$ 432,960	\$ 108,240 \$	108,240	\$ 108,240	\$ 108,240	\$ 86
Express shipping	Package	s -	s -	\$ -	\$ -	\$ -	S - S	-	S -	S -	\$
Image Delivered - Same Day	Image	\$ 148,144	\$ 148,144	\$ 148,144	\$ 148,144	\$ 592,574	\$ 148,144 \$	148,144	\$ 148,144	\$ 148,144	\$ 1,183
Image Delivered - 2nd Day	Image	\$ 7,264	\$ 7,264	\$ 7,264	\$ 7,264	\$ 29,058	\$ 7,264 \$	7,264	\$ 7,264	\$ 7,264	\$ 5
Digital Document Repository – Per User Charge	User	s -	s -	s -	\$ -	\$ -	s - s	-		S -	\$
Digital Document Repository – Per Job Setup	Job	s -	\$ -	s -	\$ -	s -	s - s	-	s -	s -	\$
Four (4) Hour Recovery Time Objective (RTO)	Per Event	\$ -	\$ -	\$ -	\$ -	\$ -	S - S	-	S -	S -	\$
Charges		\$ 14,870,086	\$ 14,870,086	\$ 14,870,086	\$ 14,870,086	\$ 59,480,342	\$ 14.870.086 \$	14.870.086	\$ 14.870.086	\$ 14.870.086	\$ 118,960

DIR-PMD-MSA-438 10 of 26

#### **Monthly Resource Unit Rates in \$**

Unit Rates - Fill out blue highlighted areas of worksheet with monthly unit rates for each Resource Unit per Contract Year.

Consolidated Data Center RU's are for Services provided from the Austin Data Center. Non-Consolidated Locations include DCS Customer locations (e.g., TDCJ).

			Base	Ter	m							Op	tion Years	
		Year 1	Year 2		Year 3		Year 4		Year 5		Year 6		Year 7	Year 8
ource Unit Description	Metric	FY21	FY22		FY23		FY24		FY25		FY26		FY27	FY28
ource Units														
Print Images - Same/Next Day	Images	\$ 0.0291	0.0291	\$	0.0291		0.0291		0.0291			\$		\$ 0.0291
Print Images - Other	Images	\$ 0.0227	\$ 0.0227	\$	0.0227	\$	0.0227	\$	0.0227		0.0227	\$	0.0227	\$ 0.0227
Print Images - TDCJ	Images	\$ 0.0524	0.0524	\$	0.0524	_	0.0524	_	0.0524	_	0.0524	\$	0.0524	\$ 0.0524
Mailing Insertions - Same/Next Day	Inserts	\$ 0.0560	\$ 0.0560	\$	0.0560	_	0.0560		0.0560	_	0.0560	\$	0.0560	\$ 0.0560
Mailing Insertions - Other	Inserts	\$ 0.0496	\$ 0.0496	\$	0.0496		0.0496		0.0496	_	0.0496	\$	0.0496	\$ 0.0496
Courier	Jobs delivered	\$ 4.5042	\$ 4.5042	\$	4.5042	_	4.5042		4.5042	_	4.5042	\$	4.5042	\$ 4.5042
Fast Forward Service	Piece	\$ 0.0030	\$ 0.0030	\$		\$		\$	0.0030	\$	0.0030	\$	0.0030	\$ 0.0030
Standard Envelopes	Envelope	\$ 0.0192	\$ 0.0192	\$	0.0192	\$	0.0192	\$	0.0192	\$	0.0192	\$	0.0192	\$ 0.0192
Customized Envelope - Letter Size	Envelope	\$ 0.0205	\$ 0.0205	\$		\$		\$	0.0205	\$	0.0205	\$	0.0205	\$ 0.0205
Customized Envelope - Half Fold Size	Envelope	\$ 0.0340	\$ 0.0340	\$	0.0340	\$	0.0340	\$	0.0340	\$	0.0340	\$	0.0340	\$ 0.0340
Customized Envelope - 9X12 Size	Envelope	\$ 0.0812	\$ 0.0812	\$	0.0812	\$	0.0812	\$	0.0812	\$	0.0812	\$	0.0812	\$ 0.0812
Customized Envelope - BRE Size	Envelope	\$ 0.0181	\$ 0.0181	\$	0.0181	\$	0.0181	\$	0.0181	\$	0.0181	\$	0.0181	\$ 0.0181
Customized Envelopes – Single Window – 4 1/2" by 7 3/4" Size	Envelope	\$ 0.0140	\$ 0.0140	\$	0.0140	\$	0.0140	\$	0.0140	\$	0.0140	\$	0.0140	\$ 0.0140
Customized Envelopes – Single Window – 4 1/8" by 9 1/2" Size	Envelope	\$ 0.0144	\$ 0.0144	\$	0.0144	\$	0.0144	\$	0.0144	\$	0.0144	\$	0.0144	\$ 0.0144
Customized Envelopes – Single Window – 3 7/8" by 8 7/8" Size	Envelope	\$ 0.0133	\$ 0.0133	\$	0.0133	\$	0.0133	\$	0.0133	\$	0.0133	\$	0.0133	\$ 0.0133
Specialty Paper - 11 x 17	Sheet	\$ 0.0335	\$ 0.0335	\$	0.0335	\$	0.0335	\$	0.0335	\$	0.0335	\$	0.0335	\$ 0.0335
Standard Perforated Paper	Sheet	\$ 0.0160	\$ 0.0160	\$	0.0160	\$	0.0160	\$	0.0160	\$	0.0160	\$	0.0160	\$ 0.0160
Manual Inserts	Envelope	\$ 0.4931	\$ 0.4931	\$	0.4931	\$	0.4931	\$	0.4931	\$	0.4931	\$	0.4931	\$ 0.4931
Automated 9X12 Insertion	Insert	\$ 0.4931	\$ 0.4931	\$	0.4931	\$	0.4931	\$	0.4931	\$	0.4931	\$	0.4931	\$ 0.4931
Mailing Insertions - Basic	Insert	\$ 0.0310	\$ 0.0310	\$	0.0310	\$	0.0310	\$	0.0310	\$	0.0310	\$	0.0310	\$ 0.0310
Color Print Transactional Image	image	\$ 0.0330	\$ 0.0330	\$	0.0330	\$	0.0330	\$	0.0330	\$	0.0330	\$	0.0330	\$ 0.0330
Color Print Marketing Image	image	\$ 0.1022	\$ 0.1022	\$	0.1022	\$	0.1022	\$	0.1022	\$	0.1022	\$	0.1022	\$ 0.1022
Manual Cutting / Trimming	Cut	\$ 0.005	\$ 0.005	\$	0.005	\$	0.005	\$	0.005	\$	0.005	\$	0.005	\$ 0.005
Booklet Finishing - Saddle Stitching	Book	\$ 0.070	\$ 0.070	\$	0.070	\$	0.070	\$	0.070	\$	0.070	\$	0.070	\$ 0.070
Booklet Finishing - Perfect Bind	Book	\$ 0.051	\$ 0.051	\$	0.051	\$	0.051	\$	0.051	\$	0.051	\$	0.051	\$ 0.051
Provision of Postal Processing Data	Envelope	\$ 0.003	\$ 0.003	\$	0.003	\$	0.003	\$	0.003	\$	0.003	\$	0.003	\$ 0.003
Presort Flats (9x12)	Envelope	\$ 0.410	\$ 0.410	\$	0.410	\$	0.410	\$	0.410	\$	0.410	\$	0.410	\$ 0.410
Express shipping	Package	\$ 0.045	\$ 0.045	\$	0.045	\$	0.045	\$	0.045	\$	0.045	\$	0.045	\$ 0.045
Image Delivered - Same Day	Image	\$ 0.0085	\$ 0.0085	\$	0.0085	\$	0.0085	\$	0.0085	\$	0.0085	\$	0.0085	\$ 0.0085
Image Delivered - 2nd Day	Image	\$ 0.0053	\$ 0.0053	\$	0.0053	\$	0.0053	\$	0.0053	\$	0.0053	\$	0.0053	\$ 0.0053
Digital Document Repository – Per User Charge	User	\$ 91.00	\$ 91.00	\$	91.00	\$	91.00	\$	25.00	\$	25.00	\$	25.00	\$ 25.00
Digital Document Repository – Per Job Setup	Job	\$ 100.00	\$ 100.00	\$	100.00	\$	100.00	\$	100.00	\$	100.00	\$	100.00	\$ 100.00
Four (4) Hour Recovery Time Objective (RTO)	Per Event	\$ 25,000	\$ 25,000	\$	25,000	\$	25,000	\$	25,000	\$	25,000	\$	25,000	\$ 25,000

DIR-PMD-MSA-438 11 of 26

#### **Estimated Monthly Resource Unit Volumes**

Estimated Volumes - Do not adjust estimated volumes. Provide name of Measurement Tool used to capture billable volumes each month.

Consolidated Data Center RU's are for Services provided from the Austin Data Center. Non-Consolidated Locations include DCS Customer locations (e.g., TDCJ).

					Base '	Гегт			Option	Years	
				Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8
source Unit Description	Metric	Measurement Tool	Current Volume	FY21	FY22	FY23	FY24	FY25	FY26	FY27	FY28
source Units	_										
Print Images - Same/Next Day	Images	ATOM	7,968,672	7,968,672	7,968,672	7,968,672	7,968,672	7,968,672	7,968,672	7,968,672	7,968,672
Print Images - Other	Images	ATOM	18,348,841	18,348,841	18,348,841	18,348,841	18,348,841	18,348,841	18,348,841	18,348,841	18,348,841
Print Images - TDCJ	Images	Meter Read	428,350	428,350	428,350	428,350	428,350	428,350	428,350	428,350	428,350
Mailing Insertions - Same/Next Day	Inserts	ATOM	2,154,531	2,154,531	2,154,531	2,154,531	2,154,531	2,154,531	2,154,531	2,154,531	2,154,53
Mailing Insertions - Other	Inserts	ATOM	2,305,413	2,305,413	2,305,413	2,305,413	2,305,413	2,305,413	2,305,413	2,305,413	2,305,41
Courier	Jobs delivered	ATOM	4,342	4,342	4,342	4,342	4,342	4,342	4,342	4,342	4,342
Fast Forward Service	Piece	ATOM	693,408	693,408	693,408	693,408	693,408	693,408	693,408	693,408	693,40
Standard Envelopes	Envelope	ATOM	144,345	144,345	144,345	144,345	144,345	144,345	144,345	144,345	144,34
Customized Envelope - Letter Size	Envelope	Service Now	4,563,150	4,563,150	4,563,150	4,563,150	4,563,150	4,563,150	4,563,150	4,563,150	4,563,150
Customized Envelope - Half Fold Size	Envelope	Service Now	1,832,000	1,832,000	1,832,000	1,832,000	1,832,000	1,832,000	1,832,000	1,832,000	1,832,000
Customized Envelope - 9X12 Size	Envelope	Service Now	29,666	29,666	29,666	29,666	29,666	29,666	29,666	29,666	29,66
Customized Envelope - BRE Size	Envelope	Service Now	1,954,583	1,954,583	1,954,583	1,954,583	1,954,583	1,954,583	1,954,583	1,954,583	1,954,58
Customized Envelopes - Single Window - 4 1/2" by 7 3/4" Size	Envelope	Service Now	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,00
Customized Envelopes – Single Window – 4 1/8" by 9 1/2" Size	Envelope	Service Now	-	-	-	-	-	-	-	-	-
Customized Envelopes – Single Window – 3 7/8" by 8 7/8" Size	Envelope	Service Now	-	-	-	-	-	-	-	-	-
Specialty Paper - 11 x 17	Sheet	ATOM	1,413	1,413	1,413	1,413	1,413	1,413	1,413	1,413	1,413
Standard Perforated Paper	Sheet	ATOM	77,321	77,321	77,321	77,321	77,321	77,321	77,321	77,321	77,32
Manual Inserts	Envelope	ATOM	39,552	39,552	39,552	39,552	39,552	39,552	39,552	39,552	39,552
Automated 9X12 Insertion	Insert	ATOM	7,219	7,219	7,219	7,219	7,219	7,219	7,219	7,219	7,219
Mailing Insertions - Basic	Insert	ATOM	1,975,752	1,975,752	1,975,752	1,975,752	1,975,752	1,975,752	1,975,752	1,975,752	1,975,752
Color Print Transactional Images	image	ATOM	-	-	-	-	-	-	-	-	-
Color Image - Marketing	image	ATOM	2,050	2,050	2,050	2,050	2,050	2,050	2,050	2,050	2,050
Manual Cutting / Trimming	Cut	ATOM	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Booklet Finishing - Saddle Stitching	Book	ATOM	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000
Booklet Finishing - Perfect Bind	Book	ATOM	-	-	-	-	-	-	-	-	-
Provision of Postal Processing Data	Envelope	ATOM	550,000	550,000	550,000	550,000	550,000	550,000	550,000	550,000	550,00
Presort Flats (9x12)	Envelope	ATOM	22,000	22,000	22,000	22,000	22,000	22,000	22,000	22,000	22,00
Express shipping	Package	ATOM	- 7	-	-	- 7			-		-
Image Delivered - Same Day	Image	ATOM	1,452,388	1,452,388	1,452,388	1,452,388	1,452,388	1,452,388	1,452,388	1,452,388	1,452,38
Image Delivered - 2nd Day	Image	ATOM	114,220	114,220	114,220	114,220	114,220	114,220	114,220	114,220	114,220
Digital Document Repository – Per User Charge	User	User	- 111,220	-	- 111,220		-	-	- 1	- 111,220	
Digital Document Repository – Per Job Setup	Job	Job	-	-	_	-	-	-	-	-	_
Four (4) Hour Recovery Time Objective (RTO)	Per Event	Service Now	_	_	_	_	_	_	_	_	

DIR-PMD-MSA-438 12 of 26

## **Transition Charges (\$)**

Fill out blue highlighted areas of worksheet with beginning and completion dates and Charges for each Transition Milestone. The Respondent can add additional rows to capture key transition items specific to the transition.

Attach 1.1		Beginning	Completion	
Ref ID	Description	Date	Date	Total Charges
1.1	Transition Project Plan		4/6/20	\$ 30,000
1.7	Phase 2 Transition Milestones Complete		12/31/20	\$ 38,000
1.9	ATOM 5.0 - Promote to production		9/1/20	\$ 250,000
FMV Buyout				\$ -
Total Transi	tion Charges			\$ 318,000

DIR-PMD-MSA-438 13 of 26

#### **Optional Transformation Charges (\$)**

Fill out blue highlighted areas of worksheet with beginning and completion dates and the Unit Rate Charge for the Digital Document Management System Transformation Project. See Exhibit 2, Section 4.23.

						Base	Term				Option	n Years		
Project #	SOW #	Service Description	Project Start Date	Project End Date	Year 1 FY21	Year 2 FY22	Year 3 FY23	Year 4 FY24	Total Base Term	Year 5 FY25	Year 6 FY26	Year 7 FY27	Year 8 FY28	Total
1	7.3.1	Digital Document Management System												
		Labor			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	- \$	\$ -	\$ -
		Hardware			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
		Software			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
		Total			\$ -	<b>\$</b> -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

DIR-PMD-MSA-438 14 of 26

## Rate Card (\$)

Fill out blue highlighted cells with the rates (inclusive of travel) for each Resource Category.

Hourly Rate			Base	Term			Optional Ext	tension Years	
Resource Category	Units	Year 1 FY21	Year 2 FY22	Year 3 FY23	Year 4 FY24	Year 5 FY25	Year 6 FY26	Year 7 FY27	Year 8 FY28
Project Management Support	Hourly	\$ 125	\$ 125	\$ 125	\$ 125	\$ 125	\$ 125	\$ 125	\$ 125
Nearstar Developer	Hourly	\$ 185	\$ 185	\$ 185	\$ 185	\$ 185	\$ 185	\$ 185	\$ 185

Resource Category	Role Description	Qualifications, Experience, and Education
Project Management Support	Designs, plans, and coordinates work teams. Follows standard project management industry practices such as the PMI's framework. Understands business and technical objectives of a project and works closely with project sponsor. Develops detailed work plans, schedules, project estimates, resource plans, and status reports. Conducts project meetings and is responsible for project tracking and analysis. Ensure adherences to quality standards and reviews project deliverables. Manages the integration of vendor tasks and tracks and reviews vendor deliverables. Provides technical and analytical guidance to project team. Recommends and takes action to direct the analysis and solutions of problems. Communicates to client/vendors. Creates project charter and work plan and tracks budget and schedule progress via appropriate metrics. Establishes project organization and methodologies and defines roles and responsibilities. Documents risks and develops mitigation plans. Manages scope. Creates and implements a communication plan. Builds an effective team, assigns tasks to team members, and evaluates outcomes. Negotiates resources. Communicates to stakeholders and project sponsor. Identifies, tracks, and ensures resolution of issues and removal of barriers. Provides technical support to project team members. Handles complex application features and technical designs. Designs and implements the components required for complex application features. Generally manages a group of applications systems analysts. Relies on experience and judgment to plan and accomplish goals. Professional certification is highly desirable.	3-7 years of experience in the field or in a related area. Familiar with standard concepts, practices, and procedures within a particular field. Relies on limited experience and judgment to plan and accomplish goals. A certain degree of creativity and latitude is required. Works under limited supervision with considerable latitude for the use of initiative and independent judgment. Minimum of three (3) years of progressive broadbased information systems, system integration and project delivery experience. Experience working with external vendors and/or Quality Assurance efforts a plus.
Nearsatar Developer	Designs, plans, and programs scripts and workflows to meet DIR customer requirements. Follows standard project management industry practices such as the PMIs framework. Understands business and technical objectives of a project and works closely with project manager who coordinates with project sponsor and customer agencies. Has complete understanding of all aspects of the Nearstar platform and develops scripts to support customer objectives. Creates and executes test plans and works closely with project managers to test and implement developed solutions. Knowledgeable in change management and other relevant ITIL processes.	3-7 years of experience in the field or in a related area. Familiar with standard concepts, practices, and procedures within a particular field. Relies on limited experience and judgment to plan and accomplish goals. A certain degree of creativity and latitude is required. Works under limited supervision with considerable latitude for the use of initiative and independent judgment. Minimum of three (3) years of progressive broadbased information systems, system integration and project delivery experience. Experience working with external vendors and/or Quality Assurance efforts a plus.

DIR-PMD-MSA-438 15 of 26

#### Existing Hardware Fill out blue highlighted areas of worksheet to indicate if Respondent will retain hardware and provided estimated fair market value buyout afor

Existing Hardw Fill out blue high! NOTE: DIR has pr	ighted areas of worksheet to indicate it ovided an initial asset list. Additional	if Respondent will ret il data may be added th	in hardware and pro- reighout the procure	vided extinuated fair market value buyout of our most process.	h asset.																		
Respondent Retained! VIN 5	FMV Anut Classification	Functional Category	Functional Sub- category	Catavore	Class	Convolidated	ID Comm		instan Caralina Tian	Location	Manufacturer Inc	tallarion Bata List I	Discovered	Manaelae Groun	Model ID	Model Number	Primary Canability	Subcaturory	Used For	te Virtual?	Name	Short Description	Mosthly Lauce Louis Start Date Lauce Termination Date Cents
	- In-Scope II	Print Mail Print Mail	Data Center Device Data Center Device		Harbaro 3	les.	Narox Corpora	ation Doplo	ryed Internal Support ryed Internal Support	Date Control Austin C	ADC: Years Companie	7/5/2018 7/5/2018		Xerus Corporation Xerus Corporation			Printer Printer		Production Production	No No			
	In-Scope 3	Print Mall HW_114 Print Mall	Data Center Device HW 100	Handware	Harbure S Series S	les.						5/24/2012 7/5/2018		Xeres Corporation			Printer Application - Other	Computer	Production Production	No No			
	In-Scope I		Data Center Device	Herborn	Hardware S	in .	Xerox Corpora	ation Doplo	yed Internal Support yed Internal Support yed Internal Support yed Internal Support	Data Counce-Austin (	ADC) Xeros Comeratio	7/5/2018 8/18/2016		Atos Xeros Corporation Xeros Corporation			Printer	Network	Production Production	No.			
	In-Scope II	Print Mail Print Mail	Data Center Device Data Center Device Server Device	Hadan	Hardware 5	is.	Xerox Corpora	ation Doplo	ged Reunal Support	Data-Conce-Austin-C	ADC) Xeros Corporatio	7/5/2018 6/11/2016	8262019				Printer Application - Other		Production	No.			
	le-Scope	Sense Sense	Server Device	Hardware	Serser S	in .	Xerex Corpora	ation Duplo	ged DCSLOS Gold C ged DCSLOS Siber C	Data Conce-Austin (	ADC) VCE	9/20/2017	8/26/2019	Atox			Emerorise File and F	Computer	Testing Production	Yes			
	le-Scope I	Print Mail Print Mail	Data Center Device Data Center Device		Hardware 5	is.	Names Corpora	ation Doplo	ryed Internal Support ryed Internal Support	Data Counce-Austin (	ADC) Xeros Corporatio	4/30/2019 9/4/2012		Xeres Corporation Xeres Corporation			Printer		Production	No.			
	In-Scope 1	Print Mail Server	Data Center Device Server Device	Hadsara	Hardware S	ies.	Xerox Corpora Xerox Corpora	ation Deplo	ryed Internal Support ryed Internal Support	Data-Conner-Austin ( Data-Conner-Austin (	ADC) Xeros Corneratio ADC) Hewlett-Packard (	9.4/2012 9/20/2015		Xerus Corporation Alos			Application - Other	Computer	Production Production	No No			
	In-Scope	Appliance Prior Mail	Server Appliance Data Center Device	Harbura	Server S Hardware S	ies.	Xerox Corpora	ation Doplo	rged DCS LOS Silver C rged Brazzal Support	Data Control Austin (	ADC) Microsoft Gerror	7/5/2018 4/30/2019		Alos Versa Cornomian			Application - Other	Computer	Testing	Yes			
		Print Mail Print Mail	Data Center Device Data Center Device		Hardware N	is.	Xarox Corpan	ation Duplo	ryed Brumal Support ryed Brumal Support	Data Counce-Austin (	ADC) Xeros Corporatio	4/30/2019 4/30/2019		Xeros Corporation Xeros Corporation						No.			
	In-Scope 1	Appliance	Server Appliance Server Device	Hardware	Surver )	es.	Xerox Corpora	ation Doplo	ged DCS LOS Siber C	Data Counce-Austin (	ADC) Microsoft Cornor	7/5/2018 1/19/2011		Alos Alos			Application - Other Application - Other	Computer	Production Production	Yes			
		Print Mail Print Mail	Data Center Device Data Center Device	Hadsare	Hardware S Hardware S	io Vit	Xerox Corpora Xerox Corpora	ation Doplo	ryed DCS LOS Silver C ryed Brannal Support ryed Brannal Support ryed Brannal Support	Madgard Data Center Data Center-Austin (	ADC) Pittay Bows	1/19/2011 7/5/2018		Atos Xeros Corporation Xeros Corporation			Application - Other Printer	Computer	Production Production Production	No No			
			Data Center Device Data Center Device			les lo						7/5/2018 4/30/2019		Xerux Corporation Xerux Corporation			Printer			No No			4
		Print Mall Print Mall Print Mall	Data Center Device Data Center Device Data Center Device		Hardware 5 Hardware 5 Hardware 5	les.			yed Internal Support			7/5/2018 7/5/2018		Xerox Corporation Xerox Corporation			Printer		Production Production				
	In-Scope 3	Print Mail	Data Center Device		Hardware 5	in .	Xerex Corpora	ation Duplo	ryed Internal Support ryed Internal Support	Data Conce-Austin (	ADC)	7/5/2018 7/5/2018		Xerus Corporation Xerus Corporation			Printer Application - Other		Production	No.			
		Server Print Mail	Server Device Data Center Device	Hardware	Server S Hardware S	is.	Xanox Corpora	ation Doplo	grid DCSLOS Gold C grid Internal Support grid Internal Support	Para Counce, Acadin.	ADV'S Tection	4/30/2019	8/28/281V	Atos Xeros Corporation			Application - Other	Suspect	Production	No.			
	In-Scope 3	Print Mail Print Mail	Data Center Device Data Center Device		Hardware 5	ies.						1/17/2019 7/5/2018		Xerus Corporation Xerus Corporation			Printer Printer		Production Production	No No			
	le-Scope I	Print Mail Print Mail	Data Center Device Data Center Device		Harbaro S	ies.	Xerox Corpora	ation Doplo	ryed Internal Support ryed Internal Support	Data Corner-Austin (	ADC: Xeros Comeratio	7/5/2018		Xerus Corporation Xerus Corporation			Printer		Production Production	No.			
		Print Mail	Data Center Device Server Device	Haban	Hardrans 3	ies.	Xaron Corpora	ation Duplo	god Internal Support god DCS LOS Gold C	Data Corner-Austin (	ADC: Laconus Roll So	4/30/2019 8/31/2012	#242010	Xerus Corporation Atos			File and Print	Comme	Production	No.			
	acaup.	Print Mail Print Mail	Data Center Device Data Center Device	Jacobio	Hardware S	ies.	Xaron Corpora	ation Doplo	rged Internal Support rged Internal Support	Data Conce-Austin (	ADC) Tecan	4/30/2019	8202017	Xeres Corporation Xeres Corporation			COLOMOCOM	Sacapana	PASSALIS	No.			
	le Supe le Supe	VPN - Site to Site	Data Center Desica Network Desica	Heban	National Survey S	in .	Xuron Corpora Xuron Corpora	ation Deplo	ryed Internal Support ryed Internal Support	Data Corner-Austin (	ADC)	4/30/2019 9/1/2017 2/5/2019		Atos			Natural - Estatution	Network	Production Production	Yes			
	la-Supe	Server	Server Device		Hasteas	ies.	Xerox Corpora Xerox Corpora	ation Doplo	ryad Brumal Support ryad DCS LOS Silver C	Data Contri-Austin ( Data Contri-Austin (	ADC) Xeros Comeratio ADC) VCE	9/20/2017	8/26/2019	Xerus Corporation Alex			Printer Emerorise File and I	Computer	Production Production	No Yes			
		Print Mail Print Mail	Data Center Device		Hardware 3 Hardware 3	es.	Xurox Corpora Xurox Corpora	ation Doplo	rged DCS LOS Silver C rged Internal Support rged Internal Support	Data Contro Austin C	ADC) Tecnsu ADC) Lasermer Reil Str	4/30/2019					Printer			No No			
	In-Scope 6	Other	Data Center Device Peripheral		Hardware 5	V.S.	Xerox Corpora	ation Deplo	rged Internal Support rged Internal Support	Data Contro-Austin (	ADC) Kassar Commesso	9.9/2012 11/14/2015		Xeros Corporation Xeros Corporation			Infratructura		Production Production	No.			
	la-Scope 2	Print Mall Server	Data Center Device Server Device	Hardware	Hardware Surver S	es.	Xerox Corpora	ation Doplo	ryed Internal Support ryed Internal Support	Data Counce-Austin (	ADC) Howlett-Packard (	8/18/2016 9/20/2015		Alos			Application - Other	Computer	Production Production	No.			
	In-Scope 1	Dournal Storage Print Mail	Storage Device Data Center Device		Storage Surver 5 Hardware 5	us.	Xunox Corpora	ation Deplo	ryed DCS LOS Gold C ryed Bramal Support ryed Bramal Support ryed Bramal Support	Data Counce-Austin (	ADC) Xeros Corporatio	4/30/2019		Xerus Corporation			Storage		Production	No.			
	In-Scope I In-Scope I	Print Mail Print Mail	Data Center Device Data Center Device		Hardware 5	us.	Xerox Corpora Xerox Corpora	ation Doplo ation Doplo	ryed Internal Support ryed Internal Support	Data Counce-Austin (	ADC) Lacemax Roll So ADC) Pittay Bowes	9/4/2012 3/13/2016		Xerox Corporation Xerox Corporation			Printer Printer		Production Production	No.			
		Print Mall Print Mall	Data Center Device Data Center Device		Hardware N	lac lac	Xerox Corpora	ation Doplo	yed Bramal Support yed Bramal Support yed Bramal Support yed Bramal Support	Data Counce-Austin (	ADC) Tecnus ADC) Tecnus	4/30/2019 4/30/2019		Xerus Corporation Xerus Corporation						No.			
		Print Mail Print Mail	Data Center Device Data Center Device		Hardware S	ies.	Xerox Corpora	ation Doplo	ged Internal Support	Date Comm. Acadim.	ADC Vices Committee	9.4/2012		Xerus Corporation Xerus Corporation			Printer		Production	No.			
		Print Mail Print Mail	Data Center Device Data Center Device		Hardware S Hardware S	is.	Name Corpora	ation Doplo	yed Internal Support yed Internal Support yed Internal Support		ADC: Pinny Borns	7/5/2018 7/1/2012 8/19/2016		Xeros Corporation Xeros Corporation			Printer		Production Production Production	No.			
		Print Mall Print Mall	Data Center Device Data Center Device		Hanhare S Hanhare S	ies.	Xaron Corpora Xaron Corpora	ation Duplo ation Duplo	ryed Internal Support ryed Internal Support ryed Internal Support	TDCI BOT Data-Conce-Austin (	ADC)	5/19/2016 7/5/2018		Xerus Corporation Xerus Corporation			Printer		Production Production	No No			
		Print Mail Print Mail	Data Center Device Data Center Device		Hardens S Hardens S	io iss	Xarox Corpora Xarox Corpora	ation Doplo	rged Internal Support reed Internal Support	TDCF BOT Data Counce-Austin (	ADC) Pitter Bowes	4/30/2019 7/1/2012		Xerus Corporation Xerus Corporation			Printer		Production	No No			
	In-Score I	Print Mail			Hardware 5	in .	Xerox Corpora	ation Doplo	ryed Internal Support ryed Internal Support cond Internal Support	Data Counce-Austin (	ADC) Pitting Bornes	7/5/2018		Xeres Corporation			Printer		Production Production	No.			
		Print Mail Print Mail	Data Contar Device Data Contar Device		Hardeans 3	is .	Xurox Corpora	ation Doplo	yed Internal Support yed Internal Support	Data Counce-Austin (	ADC) Tecnus	4/30/2019		Xerus Corporation Xerus Corporation					Production	No			
	In-Scope I	Print Mail Print Mail	Data Center Device Data Center Device		Hardrane S	io .	Xerox Corpora	ation Deplo	rged DCS LOS Brown No	TDCF IID Healquar	un Moon	9.4/2012 7/1/2012		Xerus Corporation Xerus Corporation			Printer		Production	No.			
		Sener Sener	Sener Desice Sener Desice		Server S	ks.	Xaron Corpora Xaron Corpora	ation Doplo ation Doplo	ged DCS LOS Brossu C ged DCS LOS Brossu C	Data-Contr-Austin ( Data-Contr-Austin (	ADC) Dell Commer Co ADC) Dell Commer Co	6/11/2016 6/11/2016	8/26/2019 8/26/2019	Alos			Virtual Sener Host. Virtual Sener Host.	Computer	Production Production	No.			
	lo-Scope I	Print Mail Print Mail	Data Center Device Data Center Device		Hardware 5	in .	Names Corpora Names Corpora	ation Deplo ation Deplo	ryed Internal Support ryed Internal Support	Data Counce-Austin ( Data Counce-Austin (	ADC) Xeros Corporatio	7/5/2018 7/5/2018		Xerus Corporation Xerus Corporation			Printer Printer		Production Production	No No			
		Prior Mail Prior Mail	Data Center Device Data Center Device		Hardware 5	in .	Xarox Corpora	ation Duplo	ryed Inturnal Support ryed Inturnal Support	Data Counce-Austin (	ADC) Tecns ADC) Tecns	4/30/2019 4/30/2019		Xerus Corporation Xerus Corporation						No.			
		HW 114 Prior Mail	Data Center Device		Server N Hardware N	V4.	Xurox Corputa	ation Duplo	yed Internal Support yed Internal Support	Data Counce-Austin (	ADC) Pittary Bowes	7/5/2018 7/5/2018		Alos Xeros Corporation			Application - Other	Computer	Production Production	No.			
	In-Scope I	Print Mall Print Mall	Data Center Device Data Center Device		Hardware N	is.	Xerox Corpora	ation Deplo	ryed Internal Support ryed Internal Support	Data Counce-Austin (	ADC) Xeros Corporatio	7/5/2018 4/30/2019		Xerox Corporation Xerox Corporation			Printer		Production	No.			
	1	VPN - End User	Natural Device Server Device	Hardware	Network Gear Server 3	V4.	Xurox Corpora	ation Deplo	ryed BESTER Support ryed DCS LOS Gold C	Data Counce-Austin (	ADC)	6/27/2019 6/27/2012		Xeres Corporation				Network		No			
	In-Scope 1	Server Print Mail	Data Center Device	Hardware	Hardens )	les.	Xerox Corpora	ation Duplo ation Duplo	red Internal Support	Data Counce-Austin 6	ADC) Microsoft Cornor ADC) Tectas	4/30/2019	8/26/2019	Xerus Corporation			Application - Other	Computer	Production	No.			<b>A</b>
		Print Mail Print Mail Print Mail	Data Center Device		Hardware 5	les.	Xarox Corpora	ation Doplo	god Internal Support god Internal Support	TDC1 IID Blockwart	ADV Tecns	4/30/2019		Xerus Corporation Xerus Corporation Versus Corporation					_	No.			
		Print Mall	Data Center Device Data Center Device		Hardrane S	io .	Xarox Corpora	ation Duplo	ryed Internal Support ryed Internal Support	TDC/ROT	Years Comments	4702019 4702019 4702019		Xeros Corporation Xeros Corporation Xeros Corporation						No.			
		Print Mail Print Mail	Data Center Device Data Center Device		Hardrane S	ies.	Xerox Corpora	ation Deplo	ryed Internal Support ryed Internal Support	Data Conce-Austin (	ADC)	7/5/2018		Xerus Corporation			Printer		Production	No.			
		Print Mail Print Mail	Data Center Device Data Center Device		Hardware 5	is.	Names Corpora	ation Doplo	ryed Internal Support ryed Internal Support	Data Counce-Austin (	ADC) Xeros Corporatio	4/30/2019 5/24/2012		Xarus Corporation			Printer		Production	No.			
	In-Scope 3	Print Mail Print Mail	Data Center Device Data Center Device		Hardware 5	is.	Namos Corpora Namos Corpora	ation Doplo ation Doplo	ryed Internal Support ryed Internal Support	Data Counce-Austin ( Data Counce-Austin (	ADC) Pitticy Bornes ADC) Pitticy Bornes	7/1/2012 7/1/2012		Xerus Corporation Xerus Corporation			Printer Printer		Production Production	No.			
	le-Scope I	Print Mail Print Mail	Data Center Device Data Center Device		Hardware 5	in .	Narron Corpora Narron Corpora	ation Deplo	rged Internal Support rged Internal Support	Data Counce-Austin ( Data Counce-Austin (	ADC) Pitting Bornes ADC) Xeros Corporatio	7/1/2012 7/5/2018		Xerus Corporation Xerus Corporation			Printer Printer		Production Production	No.			
		Print Mail Print Mail	Data Center Device Data Center Device		Hardware S	es.	Xuron Corpora Xuron Corpora	ation Doplo	ryed Internal Support ryed Internal Support	Data Corner-Austin C	ADC) Tecns ADC) Xeros Corporatio	4/30/2019 10/6/2018		Xerus Corporation Xerus Corporation			Printer		Production	No No			
	In-Scope 1	Print Mail Print Mail	Data Center Device		Hardrare S	in.	Xeron Corpora	ation Doplo	god Internal Support	Data Control Austin (	ADC) Lucroux Roll Su	7/5/2018 4/30/2019		Xeres Corporation Xeres Corporation			Printer		Production	No.			
		Server Prior Mail	Server Device Data Center Device	Rebox	Server S Hardware S	is .	Narron Corpora	ation Deplo	ged DCS LOS Gold C ged Brurnal Support	Data-Counce-Austin (	ADC) Microsoft Corner	6/11/2016	6/17/2019	Atos Xeros Corporation			Application - Other	Computer	Production	Yes			
			Data Center Device Data Center Device		Hardware 5	vi.	Xarox Corpora	ation Doplo	ryed Batemal Support ryed Batemal Support ryed Batemal Support	Data Counce-Austin (	ADC) Tecnsu	4/30/2019 5/31/2016		Xeros Corporation						No.			
		Print Mall Print Mall	Data Center Device Data Center Device Data Center Device		Hardware N	us. Us.	Xarox Corpora Xarox Corpora	ation Doplo	ryed Internal Support ryed Internal Support ryed Internal Support	Data Counce-Austin (	ADC) Pittery Bowes			Xeros Corporation Xeros Corporation			Printer		Production Production	No No			
	In-Scope II	Print Mail Server	Server Device	Hardware	Hardware 5	es es	Xarox Corpora Xarox Corpora	ation Doplo	ryed Brumal Support ryed DCS LOS Gold C	Data Counce-Austin (	ADC) Pittery Bowes ADC) Dell Computer Co	2/24/2016 8/31/2012	8/26/2019	Xerox Corporation Xerox Corporation Atox			Printer Application - Other Storage	Computer	Production Production Production	No No			
		External Storage HW 114	Server Device Storage Device 17W 100	Hardware	Sorage Server 5 Server 5	Vic.	Xurox Corpora Xurox Corpora	ation Doplo	ryed DCS LOS Gold C ryed DCS LOS Gold C ryed Internal Support	Data Conce-Austin C	ADC) Dell Commun Co ADC) Pittery Bornes	12/3/2012 7/5/2018		Abox			Storage Application - Other	Computer	Production Production Production	No No			
	In-Scope II	Server	Server Device	Harbara Harbara	Server	les.	Xerox Corpora	ation Doplo	ryed Internal Support ryed DCS LOS Gold C	Date Counce, Acadin.	ADC Dell Commer Co	8/31/2012	5/26/2019				Application - Other	Computer	Production Production	No.			
	In-Scope I	Server Print Mail	Server Device Data Center Device		Server 3 Hardware 3	is.			rged DCS LOS Brossu C rged Brussel Support			8/31/2012 7/5/2018	8/26/2019	Xerus Corporation			Application - Other Printer		Production Production	No.			
		Sener Sener	Sener Desice Sener Desice	Radian Radian	Server S	ies.	Narrox Corpora Narrox Corpora	ation Doplo	ged DCSLOS Gold C ged DCSLOS Gold C	Data Contro-Austin (	ADC) Dell Commer Co	8/31/2012 8/31/2012	8/26/2019 8/26/2019	Alos			Application - Other Application - Other	Geopter	Production Testing	No.			
		Print Mail Server	Data Center Device Server Device	Hardware	Hardrare 5	io.	Xuron Corpora Xuron Corpora	ation Doplo	ged Internal Support ged DCS LOS GoldC	TDCI IID Headquart Data Conner-Austin (	ADC) Dell Computer Co	4/30/2019 8/31/2012	8262019	Xerus Corporation Atos			Application - Other	Computer	Production	No No			4
	le-Scope le-Scope	External Storage Prior Mail	Storage Device Data Contact Devices	Bachara	Storage Survey 5	in .	Xeron Corpora	ation Deplo	ged DCS LOS Gold C	Data Corner-Austin (	ADC) Years Companie	12/3/2012 7/5/2018		Atos Xeros Corporation				Computer	Production Production	No.			
		Print Mail	Data Center Device		Hardran )	is.	Xuron Corpora	ation Doplo	rged Internal Support rged Internal Support	Data-Conner-Austin (	ADC) Tecan	4/30/2019		Xerus Corporation			Briana		Production	No.			
	In-Scope I	Print Mail Print Mail	Data Center Device Data Center Device		Hantons S Hantons S	in .	Xuron Corpora Xuron Corpora	ation Deplo	yed Internal Support yed Internal Support yed Internal Support	Data Contri-Austin (	ADC) Moon	7/1/2012		Xerus Corporation Xerus Corporation Xerus Corporation			Printer		Production Production Production	No.			
	le-Scope I	Print Mail Print Mail	Data Center Device Data Center Device Data Center Device		Hardware 5	in .	Xerox Corpora Xerox Corpora	ation Doplo	ryed Internal Support ryed Internal Support ryed Internal Support	Data Conce-Austin (	ASS (Lifetony Blomes ASS)	7/5/2018 7/5/2018		Xerus Corporation Xerus Corporation Xerus Corporation			Printer		Production Production	No.			
		Print Mail Print Mail	Data Center Device		Hardware 5	io.	Xurox Corpora Xurox Corpora	ation Doplo	rged Internal Support rged Internal Support	TWC Asses Building Data Conter-Aprile (	ADC)	4/30/2019 7/5/2018		Xeres Corporation Xeres Corporation			Printer		Production	No No			
		Print Mall Print Mall	Data Center Device		Hardrare S	ies.	Xurox Corpora	ation Doplo	ryed Internal Support ryed Internal Support	Data Conce-Austin (	ADC) c.p. bossy	7/5/2018 4/30/2019		Xerus Corporation Xerus Corporation						No.			
										Secured Cago-ADC Secured Cago-ADC													
										Secured Cage-ADC Secured Cage-ADC													
										Secured Cage-ADC Secured Cage-ADC													
										Secured Cage-ADC Secured Cage-ADC													
										Print Mail Floor-A Print Mail Floor-A	DC DC												
5										rud Mat Pisse-A													

Service Servic

Existing Hardware Maintenance contracts
NOTE: Hardware Maintenance contracts separated from the Software tab. Data may be added throughout the procurement process.

Respondent												
Retained?		Contract		Cooperativ							Cancellatio	Assignable
Y/N	No. Company	Number /	Amount Charging Mechanism	e Contract Ef	Tective Date Expir	iration Date Contract S	tate Description	Contract Term	Type	Class	n Window Penalty	(Y/N) Comment
	Xerox Corporation	HWMT_0019258	0 In the Rates	N/A	1/23/2012	8/31/2020 Active	HWMT Xerox	25 Months	Hardware Maintenance	Hardware	90 Days n	n
	Peak Ryzex Inc		0 In the Rates	N/A	9/1/2109	8/31/2020 Active	Burster Maint	12 months	Hardware Maintenance	Hardware	90 Days n	у
	BlueCrest		0 In the Rates	N/A	9/1/2019	8/31/2020 Active	Inserter Maint	12 months	Hardware Maintenance	Hardware	90 Days n	у
	Dell		0 In the Rates	N/A	9/1/2019	8/31/2020 Active	Server Hardwar	2 72 Months	Hardware Maintenance	Hardware	90 Days n	у
	RIOCH		0 In the Rates	N/A	9/1/2019	8/31/2020 Active	Impact Printer N	It 12 Months	Hardware Maintenance	Hardware	90 Days n	y

DIR-PMD-MSA-438 17 of 26

#### **Existing Software**

Complete "Respondent Retained? Y/N" column to indicate if Respondent will retain software.

NOTE: DIR has provided an initial asset list. Additional data may be added throughout the procurement process.

espondent Retained?							Bought on Cooperative Con	tract?			
/N	Company	Contract Number	Resource Unit	Units Purchase	Amount	Charging Mechanism Cooperative Contract	(Yes/No)	Effective Date	Expiration Date	Description	Comment
	Nearstar				88,200.00	Print Base Charge	No		9/1/2019	8/31/2020 Dataserver Production	
	Nearstar				22,050.00	Print Base Charge	No		9/1/2019	8/31/2020 Dataserver Test	
	Nearstar				22,050.00	Print Base Charge	No		9/1/2019	8/31/2020 Dataserver Disaster Recovery	
						Print Base Charge/ Mail					
	Nearstar				22,050.00	Base Charge	No		9/1/2019	8/31/2020 ATOM Reporting	
										JES Data Gateway - ADC Site	
	Nearstar				18,375.00	Print Base Charge	No		9/1/2019	8/31/2020 License	
										JES Data Gateway - SADC Site	
	Nearstar				18,375.00	Print Base Charge	No		9/1/2019	8/31/2020 License	
						Pass Through to					
	Nearstar				16,065.00	Agency	No		9/1/2019	8/31/2020 TDI Netwrork Print	
						Imageing Optional					
	Nearstar				17,823.00		No		9/1/2019	8/31/2020 Polaris - Imaging Production	
						Imageing Optional					
	Nearstar				4,455.00	Service	No		9/1/2019	8/31/2020 Polaris - Imaging Test	
	Nearstar					Print Base Charge	No		9/1/2019	8/31/2020 DataDoc - Composition Module	
	Nearstar					Print Base Charge	No		9/1/2019	8/31/2020 Impika Support Module	
	Nearstar				27,571.00	Print Base Charge	No		9/1/2019	8/31/2020 DataServer TDCJ	
	Nearstar				22,443.00	Print Base Charge	No		9/1/2019	8/31/2020 Web Portal - TXDMV	
	Nearstar				14,958.00	Print Base Charge	No		9/1/2019	8/31/2020 Anchor Postal Software	
										DF Works Software - Inserter	
										control, tracking and postal	
	Pitney Bowes				-	Mail Base Charge	No		9/1/2019	8/31/2020 management	
	Xerox				-	Print Base Charge	No		9/1/2019	8/31/2020 XEAR Print Accounting Module	

#### **Existing Third Party Contracts**

Complete "Respondent Retained? Y/N" column to indicate if Respondent will retain Third Party Contracts. NOTE: DIR has provided an initial asset list. Additional data may be added throughout the procurement process.

Respondent									
Retained?	Respondent Annual Cost	<b>Estimated Annual</b>		Historically Underutilized		Contact Effective	Contact Expiration Cancellable w/o	Charging	
Y/N	included in Pricing	Cost	Vendor	Business (HUB)	Services Description	Date	Date penalty Y/N	Mechanism	Assignable (Y/N)
		141,820.68	AT&T	N	Two dedicated DS3 data lines for disaster recovery	8/1/2012	9/1/2020 Y	In the rates	Y
		251,568.00	IWCO/Mailgard	N	Disaster recovery subscription fee	8/1/2012	9/1/2020 Y	In the rates	Y
		2,968.99	Kaeser Compressor	N	Compressor equipment maintenance	12/14/2015	12/14/2020 Y	In the rates	Y
								Optional service	
		1,100,000.00	Love Envelopes	N	Custom envelope provider	12/14/2016	11/30/2020 Y	RU's	Y
		6,355.46	LSS Digital (aka Litho)	N	Cutting equipment maintenance	1/1/2019	9/1/2020 Y	In the rates	Y
		8,119.00	Peak Ryzex Inc	N	TDCJ equipment maintenance	8/1/2018	9/1/2020 Y	In the rates	Y
		1,300,000.00	Pitney Bowes Presort Service	N	Presort Services	8/1/2012	9/1/2020 Y	In the rates	Y
								Optional service	
		500,000.00	PrintMail Pro LTD	Y	Custom envelope provider	5/1/2016	9/1/2020 Y	RÛ's	Y
		8,800.00	RIOCH	N	TDCJ equipment maintenance	3/8/2019	9/1/2020 Y	In the rates	Y
		800,000.00	Summit	N	Print/Mail production overflow	12/2/2016	9/1/2020 Y	In the rates	Y

19 of 26 DIR-PMD-MSA-438

# **Appendix**

The tabs in this Appendix section must be completed by Respondent. These tabs are for informational purposes only.

DIR-PMD-MSA-438 20 of 26

#### **Respondent Assumptions**

The Respondent is to list all assumptions associated with the Charges and Services within the scope of the RFO.

The Respondent is to provide the degree of impact on the price (High, Medium, Low, Not Applicable) and the related SOW section of the assumption.

	Price Impact		
Item #	(H, M, L, N/A)	SOW Ref#	Description
1			
2			
3			
4			This tab was used to conture surrent state at the time of
5			This tab was used to capture current state at the time of
6			contract award. It is not intended to be updated on an ongoing
7			basis and is retained for historical reference.
8			
9			
10			
11			
12			
13			
14			
15			
16			
17			
18			
19			
20			
21			
22			
23			
24			
25			
26			
27			
28			
29			
30			

DIR-PMD-MSA-438 21 of 26

#### **Staffing Model - FTEs by Month**

Informational purposes only

Fill out blue highlighted areas of worksheet with average FTE counts for each service per period.

			Tran	sition			Base	Term			Option	Years	
SOW Section	SOW Services	Month 1 May-20	Month 2 Jun-20	Month 3 Jul-20	Month 4 Aug-20	Year 1 FY21	Year 2 FY22	Year 3 FY23	Year 4 FY24	Year 5 FY25	Year 6 FY26	Year 7 FY27	Year 8 FY28
2	Transition Services	5.00	9.00	13.00	13.00	10.00	-	-	-	-	-	-	-
3.2	Print Services	-	-	-	-	17.00	17.00	17.00	17.00	17.00	17.00	17.00	17.00
3.3	Paper and Custom Forms	-	-	-	-	0.10	0.10	0.10	0.10	0.10	0.10	0.10	0.10
3.4	Outbound Mail Services	-	-	-	-	18.00	18.00	18.00	18.00	18.00	18.00	18.00	18.00
3.5	Digital Image Services	-	-	-	-	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50
3.6	Print & Mail Overflow Services	-	-	-	-	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00
3.7	Other Services	-	-	-	-	6.00	6.00	6.00	6.00	6.00	6.00	6.00	6.00
3.8	Service Locations	-	-	-	-	-	-	-	-	-	-	-	-
3.9	Reporting	-	-	-	-	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
3.10	Disaster Recovery Services	Thic tab	Was Hsoc	to canti	ire currer	t state at	tho time	of	0.10	0.10	0.10	0.10	0.10
3.11	Security			•					0.50	0.50	0.50	0.50	0.50
3.12	Audit Requirements	contract	ontract award. It is not intended to be updated on an							0.50	0.50	0.50	0.50
3.13	Reporting	ongoing	basis and	d is retair	ned for his	storical re	eference.		3.00	3.00	FY26         FY27         FY27           -         -         -           .00         17.00         17.00         17.00           .10         0.10         0.10         0.10           .00         18.00         18.00         18.00           .50         0.50         0.50         0.50           .00         15.00         15.00         11.00           .00         15.00         15.00         11.00           .00         1.00         1.00         1.00           .10         0.10         0.10         0.10           .50         0.50         0.50         0.50           .50         0.50         0.50         0.50           .00         3.00         3.00         3.00           .00         1.00         1.00         1.00           .00         1.00         1.00         1.00           .00         1.00         1.00         1.00           .50         0.50         0.50         0.50           .50         0.50         0.50         0.50           .50         0.50         0.50         0.50           .50         0.50         0.50<		
3.14	Compliance	6868							1.00	1.00	1.00	1.00	1.00
3.15	Quality Assurance	-	-	-	-	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
3.16	Industry Standards, Certifications and Compliance	-	-	-	-	0.25	0.25	0.25	0.25	0.25	0.25	0.25	0.25
3.17	Operating Agreements with Other SCPs and MSI	-	-	-	-	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50
3.19	Onboarding New Customers	-	-	-	-	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50
3.20	Performance Guarantee	-	-	-	-	-	-	-	-	-	-	-	-
4	Steady State Service Evolution and Optimization Services	-	-	-	-	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50
	Performance Model - Service Level Agreements	-	-	-	-	0.25	0.25	0.25	0.25	0.25	0.25	0.25	0.25
	Transformation Projects	3.00	3.00	3.00	3.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
8	DCS Governance Model	0.25	0.25	0.25	0.25	0.30	0.30	0.30	0.30	0.30	0.30	0.30	0.30
9	Cross-Functional Services	3.00	3.00	3.00	3.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
	Total	11.25	15.25	19.25	19.25	78.00	68.00	68.00	68.00	68.00	68.00	68.00	68.00
	Respondent Full-Time Employees	6.25	6.25	6.25	6.25	31.00	31.00	31.00	31.00	31.00	31.00	31.00	31.00
	Respondent Part-Time Employees	2.00	2.00	2.00	2.00	2.00	-	-	-	-	-	-	-
	Subcontractor FTEs	3.00	7.00	11.00	11.00	45.00	37.00	37.00	37.00	37.00			37.00
	Total	11.25	15.25	19.25	19.25	78.00	68.00	68.00	68.00	68.00	68.00	68.00	68.00
	Difference	-	-	-	-	-	-	-	-	-	-	-	-

DIR-PMD-MSA-438 22 of 26

#### **Steady State Run Services**

Informational purposes only
Fill out blue highlighted areas of worksheet with Charges for each service per period.

Charges b	y SOW Service Category					В	ase Term								O	ption Years				
sow			Year 1		Year 2	,	Year 3		Year 4			Year 5	Year (	,		Year 7	,	Year 8	$\overline{}$	
Section	SOW Services		FY21		FY22		FY23		FY24	Tot	al Base Term	FY25	FY26			FY27		FY28	Ш.	Total Charges
2	Transition Services			\$	-	\$		\$	-	\$	-	\$ -	\$	-	\$	-	\$	-	\$	-
3.2	Print Services	\$	4,349,624	\$	4,349,624	\$	4,349,624	\$	4,349,624	\$	17,398,496	\$ 4,349,624	\$ 4,	349,624	\$	4,349,624	\$	4,349,624	\$	34,796,992
3.3	Paper and Custom Forms	\$	1,493,379	\$	1,493,379	\$	1,493,379	\$	1,493,379	\$	5,973,516	\$ 1,493,379	\$ 1,	193,379	\$	1,493,379	\$	1,493,379	\$	11,947,032
3.4	Outbound Mail Services	\$	3,451,750	\$	3,451,750	\$	3,451,750	\$	3,451,750	\$	13,807,000	\$ 3,451,750	\$ 3,	151,750	\$	3,451,750	\$	3,451,750	\$	27,614,000
3.5	Digital Image Services	\$	465,875	\$	465,875	\$	465,875	\$	465,875	\$	1,863,500	\$ 465,875	\$	165,875	\$	465,875	\$	465,875	\$	3,727,000
3.6	Print & Mail Overflow Services	\$	498,802	\$	498,802	\$	498,802	\$	498,802	\$	1,995,208	\$ 498,802	\$	198,802	\$	498,802	\$	498,802	\$	3,990,416
3.7	Other Services	\$	609,500	\$	609,500	\$	609,500	\$	609,500	\$	2,438,000	\$ 609,500	\$	509,500	\$	609,500	\$	609,500	\$	4,876,000
3.8	Service Locations This tah	was	used to car	nture	current sta	ate at	the time	of	-	\$	-	\$ - '	\$	-	\$	-	\$	-	\$	-
3.9	Reporting								297,250	\$	1,189,000	\$ 297,250	\$	297,250	\$	297,250	\$	297,250	\$	2,378,000
3.10	Disaster Recovery Services CONTrac	t awa	ira. It is no	t inte	ended to be	e upaa	ated on an	ı	284,000	\$	1,136,000	\$ 284,000	\$	284,000	\$	284,000	\$	284,000	\$	2,272,000
3.11	Security ongoing	g basis	s and is ret	ained	d for histori	ical re	ference.		225,000	\$	900,000	\$ 225,000	\$	225,000	\$	225,000	\$	225,000	\$	1,800,000
3.12	Audit Requirements								75,000	\$	300,000	\$ 75,000	\$	75,000	\$	75,000	\$	75,000	\$	600,000
3.13	Reporting	\$	519,000	\$	519,000	\$	519,000	\$	519,000	\$	2,076,000	\$ 519,000	\$	19,000	\$	519,000	\$	519,000	\$	4,152,000
3.14	Compliance	\$	297,250	\$	297,250	\$	297,250	\$	297,250	\$	1,189,000	\$ 297,250	\$	297,250	\$	297,250	\$	297,250	S	2,378,000
3.15	Quality Assurance	\$	294,956	\$	294,956	\$	294,956	\$	294,956	\$	1,179,824	\$ 294,956	\$	294,956	\$	294,956	\$	294,956	\$	2,359,648
3.16	Industry Standards, Certifications and Compliance	\$	115,000	\$	115,000	\$	115,000	\$	115,000	\$	460,000	\$ 115,000	\$	15,000	\$	115,000	\$	115,000	\$	920,000
3.17	Operating Agreements with Other SCPs and MSI	\$	297,450	\$	297,450	\$	297,450	\$	297,450	\$	1,189,800	\$ 297,450	\$	297,450	\$	297,450	\$	297,450	\$	2,379,600
3.19	Onboarding New Customers	\$	297,250	\$	297,250	\$	297,250	\$	297,250	\$	1,189,000	\$ 297,250	\$	297,250	\$	297,250	\$	297,250	\$	2,378,000
3.20	Performance Guarantee	\$	-	\$	-	\$	-	\$	-	\$	-	\$ - '	\$	_	\$	-	\$	-	\$	-
4	Steady State Service Evolution and Optimization Services	\$	297,250	\$	297,250	\$	297,250	\$	297,250	\$	1,189,000	\$ 297,250	\$	297,250	\$	297,250	\$	297,250	\$	2,378,000
	Performance Model - Service Level Agreements	\$	148,625	\$	148,625	\$	148,625	\$	148,625	\$	594,500	\$ 148,625	S	48,625	\$	148,625	\$	148,625	\$	1,189,000
7	Transformation Projects	\$	110,000		110,000	\$	110,000	\$	110,000	\$	440,000	\$ 110,000	S	10,000	\$	110,000	\$	110,000	\$	880,000
8	DCS Governance Model	\$	297,250	\$	297,250	\$	297,250	\$	297,250	\$	1,189,000	\$ 297,250	\$	297,250	\$	297,250	\$	297,250	\$	2,378,000
9	Cross-Functional Services	\$	445,875	\$	445,875	\$	445,875	\$		\$	1,783,500	\$ 445,875	\$	145,875	\$	445,875	\$	445,875	\$	3,567,000
	Total Charges	\$	14,870,086	\$	14,870,086	s	14,870,086	\$	14,870,086	\$	59,480,344	\$ 14,870,086	\$ 14,	370,086	\$	14,870,086	\$	14,870,086	\$	118,960,688
	Control Check to Tab 2 - Run Services (should be zero)	\$	0	\$	0	\$	0	\$	0	\$	2	\$ 0	\$	0	\$	0	\$	0	\$	4

DIR-PMD-MSA-438 23 of 26

#### **Transition Services Bill of Materials**

Informational purposes only

Fill out blue highlighted areas of worksheet for all hardware and software included in Transition Charges.

Respondent may add (insert) additional rows as necessary.

Transition Bill of Materials are incremental to those indicated as being retained by the Respondent on the Existing Hardware (Tab 7) and Existing Software (Tab 9).

Hardware purchases must include five years of maintenance in Charges.

Annual recurring Software License Charges, after the initial year of purchase, must be included in Tab A5 "Run BOM" if retained past Transition and reflected in Tab 2 "Run Charges".

Transition Hardware and Software purchases are owned by Respondent and must be transferrable to DIR.

sow			This tah wa	s used to capture curr	ent state at the time of		Number				5 year Maintenance	Annual Subscription /	
Section	Item No.	Manı		· · · · · · · · · · · · · · · · · · ·		Capacity	of Units	1	Unit Costs	Original Purchase	Support	License	Total Charges
2	Transition	Phase Bill of	contract aw	<i>r</i> ard. It is not intended	d to be updated on an ongoing								
	Hardware	e: (List all har	basis and is	retained for historical	reference.								
l '		Bluecrest				2,500,000	1	\$	782,770	\$ 782,770	\$ -	\$ -	\$ 782,770
1		Bluecrest			High Speed Inserter	1,000,000	1	\$	328,790	\$ 328,790	\$ -	\$ -	\$ 328,790
1		Bluecrest			Upgrade existing Epic Inserter	2,500,000	1	\$	434,540	\$ 434,540	\$ -	\$ -	\$ 434,540
		Bluecrest			Exit scan module	N/A	6	\$	24,975	\$ 149,850	\$ -	\$ -	\$ 149,850
	Total Har	dware Charge	s:							\$ 1,695,950	\$ -	\$ -	\$ 1,695,950
	Software:	(List all softw	are)										
		Nearstar			STS Customer Near Real Time reporting Porta	1 (3.9.1)	1	\$	155,000	\$ 155,000	\$ -	\$ -	\$ 155,000
							-	\$	-	\$ -	\$ -	\$ -	\$ -
							-	\$	-	\$ -	\$ -	\$ -	\$ -
	[Other]						-	\$	-	\$ -	\$ -	\$ -	\$ -
	Total Soft	ware Charges								\$ 155,000	\$ -	\$ -	\$ 155,000
					Total Transiti	ion Bill of Materia	ıls Charge	s (incl	lude in Tab 4)	\$ 1,850,950	\$ -	\$ -	\$ 1,850,950

#### Steady State Run Services Bill Of Materials

Informational purposes only

Fill out blue highlighted areas of worksheet for all hardware and software included in Steady State Run Charges.

Respondent may add (insert) additional rows as necessary.

Bill of Materials are incremental to those indicated as being retained by the Respondent on the Existing Hardware (Tab 7) and Existing Software (Tab 9) and the BOM identified in Transition Services (tab 4). Hardware purchases must include five years of maintenance in Charges.

Annual recurring Software License Charges, after the initial year of purchase, must be included annually in in Tab 2 "Run Charges". Steady State Hardware and Software purchases are owned by Respondent and must be transferrable to DIR.

SOW Section	Item No.	Service Area	Manufacturer	Model No.	Description	Capacity	No. of Units	Unit Costs	Pre-existing Materials	Original Purchase	Initial Subscription / License	Total Costs	Recurring Charges (e.g Maintenance)
		Services Bill of Mat	terials										
		$\frac{N}{N}$ This tab was			ent state at the time of contract			\$ 782,770 \$ 328,790		\$ 782,770 \$ 328,790	s - s -	\$ 782,770 \$ 328,790	
		award. It is	not intende	d to be up	dated on an ongoing basis and is	500,000	1	\$ 434,540	No	\$ 434,540	\$ -	\$ 434,540	\$
		retained for	historical re	ference.			6	\$ 24,975	No	\$ 149,850	\$ -	\$ 149,850	
	Total Hardware Software: (List all									\$ 1,546,100	\$ -	\$ 1,546,100	
							-	\$ -		\$ -	\$ -	s -	-
							-	\$ -		\$ -	\$ -	s -	\$
	etc						-	\$ -		\$ -	\$ -	s -	-
	Total Software C	osts:								\$ -	\$ -	s -	
	Total Steady Stat	te Run Services Bill	of Materials Char	rges	·					\$ 1,546,100	s -	\$ 1,546,100	

#### **Optional Transformation Projects Bill of Materials**

Informational purposes only

Fill out blue highlighted areas of worksheet for all hardware and software included in Transformation Charges.

Respondent may add (insert) additional rows as necessary.

Hardware purchases must include five years of maintenance in Charges.

Transformation Hardware and Software purchases are owned by Respondent and must be transferrable to DIR.

sow							Number			Original	5 year Maintenance	Annual Subscription /	
Section	Item No.	Manufacturer	Model No.	Desci	ription	Capacity	of Units	Unit Co	sts	Purchase	Support	License	Total Charges
7.3.1	Optional Transf	formation Project Bill of Mater	ials: Digital Document Manago	ement System									
	Hardware: (Lis	t all hardware)											
							-	\$ -		\$ -	\$ -	\$ -	\$ -
	T T	This tab was used to cap	pture current state at	the time of			-	\$ -		\$ -	\$ -	\$ -	\$ -
	C	contract award. It is no	t intended to be upda	ted on an			-	\$ -		\$ -	\$ -	\$ -	\$ -
<b>l</b> .		ongoing basis and is ret	·				-	\$ -		\$ -	\$ -	\$ -	\$ -
	Total Hardw	nigoring basis and is rec	anieu ioi ilistoricarrei	referice.						\$ -	\$ -	\$ -	\$ -
	Software: (Li												
		Aerox		Docusnare Enteprise E	dition		1	\$ 75,0	00	\$ 75,000	\$ -	\$ -	\$ 75,000
		Xerox		Docushare Encryption	Module		1	\$ 25,0	00	\$ 25,000	\$ -	\$ -	\$ 25,000
							-	\$ -		\$ -	\$ -	\$ -	\$ -
							•	\$ -		\$ -	\$ -	\$ -	\$ -
	Total Software	Charges:								\$ 100,000	\$ -	\$ -	\$ 100,000
Total Bill	of Materials Cha	arges (include in Tab 5)								\$ 100,000	\$ -	\$ -	\$ 100,000

DIR-PMD-MSA-438 26 of 26